

# OMNIA Partners Has Acquired Corporate United

MHT PARTNERS - THE PREEMINENT ADVISOR TO INNOVATIVE, NICHE MARKET LEADERS



Boston Office:  
125 High St., 8th Floor  
Boston, MA 02110  
617.589.4300

Dallas Office:  
2021 McKinney Ave., Ste. 1950  
Dallas, TX 75201  
214.661.1290

San Francisco Office:  
101 Montgomery St., Ste. 1300  
San Francisco, CA 94104  
415.446.9441

OMNIA Partners, a portfolio company of TA Associates and the nation's leading education, public sector and mid-market manufacturing purchasing cooperative, has acquired Corporate United, a Cleveland-based group purchasing organization focused on customers within the Fortune 1000. MHT Partners served as exclusive advisor to OMNIA Partners in this transaction.

OMNIA Partners, a shared services and supply chain optimization company dedicated to government, education and the private sector and brings together three subsidiaries: National IPA, Prime Advantage, and Corporate United. Customers of each subsidiary will benefit from the increased services, infrastructure and supplier relationships provided by OMNIA Partners while supplier partners will experience the benefits of one of the largest and most experienced group purchasing teams in the U.S. OMNIA Partners represents ~\$10 billion in annual spend.

"The vision for this partnership is being augmented by the acquisition of Corporate United by OMNIA Partners. This is a meaningful strategic transaction given OMNIA's desire to grow into other market sectors. The combination will provide substantial incremental value to both members and suppliers. It was an honor working with the OMNIA Partners team again, and we look forward to working with them in the future," says Taylor Curtis, Managing Director, MHT Partners.

Kent Capps, OMNIA Partner's Chief Financial Officer, added, "The persistence and dedication exhibited by the MHT team was instrumental in helping us complete this transaction. I'm confident that the relationship MHT developed with the Corporate United executive team over a four-year period played a vital role in finding a solution that worked for all parties involved. We are thrilled to welcome Corporate United into the OMNIA Partners family."

Through organic growth and strategic acquisitions, OMNIA Partners will continue to drive economies of scale, enabling its subsidiaries and supplier network to execute more robust solutions in more markets. Cost support, savings analysis, asset management optimization, procurement expertise, networking and professional development are just a few of the services that OMNIA Partners will offer to its subsidiary customers.

## About MHT Partners

MHT Partners is a national middle market investment bank focused on representing innovative leaders in growth markets. The team at MHT Partners assists clients with seller advisory, acquisition advisory, corporate finance and strategic advisory assignments across a range of dynamic and growing industry verticals: business & information services; education; healthcare services and consumer growth.

The MHT Partners' team was led by Taylor Curtis.

